

Message Text

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INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/MEPD/JSMITH/LW

APPROVED BY EB/OCA/CM/BEBYRON

COM/BIC/OED/JRANDOOLPH

COM/BIC/OED/MEPD/SCONGER ACT DIR

STATE/ARA/NC/TSONANDRES(PHONE)

COM/BIC/OIM (INFO COPY)

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FM SECSTATE WASHDC

TO AMEMBASSY CARACAS IMMEDIATE

UNCLAS STATE 039135

E.O. 11652: N/A

TAGS: BENC, VE

SUBJECT: MAJOR PROJECT: RAILROAD

REF: STATE 036567

1. COMMERCE/MEPD HAS RECEIVED LETTER DATED FEBRUARY 17,
FROM D. E. STINGEL, PRESIDENT, PULLMAN SWINDELL, TO
AMBASSADOR SHLAUDEMAN, WHICH STATES, IN PART;

"THIS IS TO PROVIDE NOTICE THAT PULLMAN INCORPORATED,
THROUGH ITS PULLMAN SWINDELL DIVISION, 441
SMITHFIELD STREET, PITTSBURGH, PENNSYLVANIA, 15222,
USA AND THE RALPH M. PARSONS COMPANY, 100 W. WALNUT
STREET, PASADENA, CALIFORNIA, 91124, USA, HAVE JOINED
TOGETHER AS A CONSORTIUM FOR PURPOSES OF CARRYING OUT
THE SERVICES REQUIRED TO IMPLEMENT THE EAST LINE
PROJECT OF THE VENEZUELAN RAILROAD NETWORK, DESCRIBED
IN THE LICITACION INTERNACIONAL ISSUED BY THE
MINISTERIO DE COMUNICACIONES OF THE REPUBLIC OF
VENEZUELA. WE BELIEVE OUR CONSORTIUM WILL BRING TO
THE MINISTRY A UNIQUE ALIGNMENT OF MAJOR ELEMENTS
OF TECHNOLOGY AND EXPERIENCE IDEALLY SUITED TO
FULFILL THE REQUIREMENTS OF THE PROJECT. ACCORDINGLY, WE WOULD
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GREATLY APPRECIATE YOUR ADVISING THE MINISTRY OF OUR INTENT

IN THIS REGARD, AS CALLED FOR IN THE ABOVE-MENTIONED DOCUMENT."

LETTER PROVIDES ADDITIONAL INFORMATION ON PULLMAN/PARSONS BACKGROUND, CAPABILITY, EXPERIENCE, ETC. IT ALSO INDICATES GROUP "CONDUCTING PRELIMINARY NEGOTIATIONS WITH SEVERAL MAJOR OPERATING RAILROADS IN THE UNITED STATES AND EXPECT SHORTLY TO IDENTIFY AN OPERATING COMPANY WHOSE EXPERTISE AND SKILLS CAN BE UTILIZED BY THE CONSORTIUM." PULLMAN TRANSMITTING ENTIRE TEXT OF LETTER TO EMBASSY IN COMMERCIAL CABLE ORIGINAL DOCUMENT WILL BE FORWARDED TO POST UNDER SEPARATE COVER.

2. AS INDICATED IN REFTTEL, MORRISON1KNUDSEN INTENDS DELIVER LETTER OF INTENT TO EMBASSY DIRECTLY. WOULD APPRECIATE CABLE SUMMARY THIS LETTER AFTER IT RECEIVED.

3. AT PRESENT, THESE ARE ONLY TWO GROUPS THAT HAVE INFORMED US OF INTENT DEVELOP CONSORTIUM OF TYPE REQUIRED IAAFE. FYI ONLY: FORD, BACON, AND DAVIS STILL INTERESTED IN PROJECT BUT, AS OF TELEPHONE CONVERSATION YESTERDAY, INDICATED IT COULD DESIGN, CONSTRUCT, EQUIP RAILROAD BUT UNABLE REACH UNDERSTANDING WITH ANY RAILCAR MANUFACTURER. END FYI.

4. WOULD APPRECIATE REPORT ON FRIDAY MEETING AT MINISTRY COMMUNICATIONS. WE PARTICULARLY INTERESTED CONFIRMING IDENTITY FOREIGN COMPETITORS AND LEARNING WHETHER IAAFE INTENDS ANNOUNCE IDENTITY CONSORTIA. LATTER POINT USEFUL IN REFERRING EQUIPMENT SUPPLIERS TO U.S. PRIME BIDDERS WHO HAVE ASKED THAT WE NOT IDENTIFY THEM UNTIL GOVE DOES SO. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE039135
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/JSMITH/LW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760061-0237
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760237/aaaabgrf.tel
Line Count: 93
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE 36567
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 15 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <15 JUL 2004 by oatisao>; APPROVED <22 DEC 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: RAILROAD
TAGS: BENC, VE
To: CARACAS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006